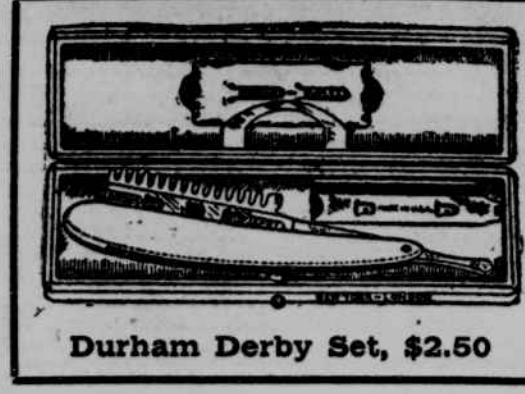




Standard Set, \$5.00

# Men of Virginia GET THIS



Durham Derby Set, \$2.50

## 35c A GENUINE \$5.00 STYLE 35c DURHAM-DUPLEX RAZOR 35c

200,000 of These Wonderful \$5.00 Style Razors Are Going Out of Virginia Dealers' Hands and Into Yours at a Dead Loss. They're the Real Thing. Genuine Durham-Duplex Model Equipped With a Double-Edge Blade for 35 Cents. Think of It!

The Durham-Duplex is in a class by itself. It's more than a mere "safety razor," because you can use the sliding stroke like your barber does, and you CAN'T cut ANYTHING BUT BEARD. The long blade permits of that natural diagonal stroke that has made the old-style razor the best for clean, easy shaving. The Durham-Duplex is this old-fashioned principle made SAFE.

The Durham-Duplex combines the good points of ALL "safety" and old-fashioned razors with none of their disadvantages. It's a REAL razor, with fine steel double-edged blades, tested for our quality and thoroughly inspected before leaving factory.

That's the kind of razor you buy for the ridiculous sum of 35 cents. Go TO it.

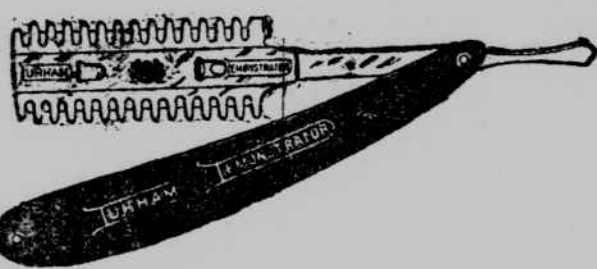
The Durham-Duplex shaves faster, cleaner, easier than any other razor made. Won't irritate your skin, be it ever so tender.

### Why 200,000 Are Sold at a Loss.

The price of this Demonstrator Durham-Duplex doesn't pay for its making. We're taking a positive loss on every one of the 200,000 we're selling in Virginia at this price. But we're looking into the future.

We want the good will of 200,000 of you Virginia men. Selling these 200,000 at this price may or may not be a good advertising proposition, but we are willing to "PROVE" beyond the shadow of a doubt that this 35-CENT RAZOR will shave YOU better and with more satisfaction than any other razor, no matter what the price.

This is the Razor You Get Ready for Shaving.



### WE PAY YOU FOR TRYING THIS RAZOR

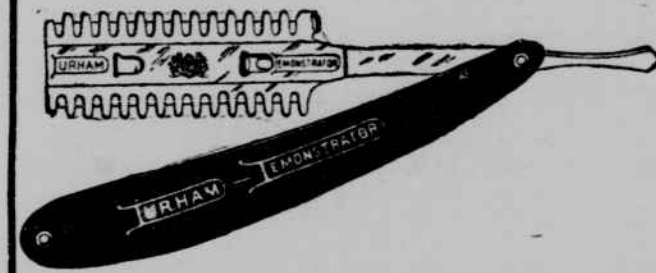
All men that now own or buy Demonstrator Razors can trade them in on the purchase of either the Durham-Duplex \$5.00 razor or the Durham Derby \$2.50 razor for 50 cents.

Thus, a \$2.50 razor will cost you \$2.00, or the \$5.00 razor will cost you \$4.50.

If you desire a better razor than your Demonstrator, now is your chance to save money.

Your Demonstrator costs you 35 cents—we allow you 50 CENTS for it.

This is the Razor You Get Ready for Shaving.



## Richmond Dealers

H. W. ROUNTREE & BRO.

703 E. Broad St.

HOWELL BROS.

602 E. Broad St.

GRANT DRUG CO.

2 Stores---Main and 12th., Broad and 7th.

A. B. CLARKE & SON, HDW. CO.

1215 E. Main St.

TARRANT DRUG CO.

Foushee and Broad St.

TRAGLE DRUG CO.

817 E. Broad St.

## VIRGINIA

### CITY AND CUSTOMERS.

Abingdon, Abingdon Hardware Company.  
Berryville, Coyner & Comer.  
Blacksburg, Luster-Henderson Hardware Co.  
Cape Charles, W. T. Townsend.  
Chatham, Whitehead & Yeatto.  
Charlottesville, Zimmerman & Link Co.  
Cleveland, M. A. Thompson.  
Clifton Forge, Smith-McKenney Hardware Co.  
Courtland, W. E. Edwards & Bro.  
Covington, Covington Hdw. and Furniture Co.  
Crewe, F. N. Crittenden.  
Culpeper, Clarke Hardware Co.  
Dante, J. C. Jennings & Co.  
Danville, L. C. Clarke & Co.  
Dungannon, Dungannon Hardware Co.  
Edinburg, F. C. Dinges.  
Elkton, J. D. Bear.  
Emporia, Emporia Machine Co.  
Emporia, W. T. Tiller Co., Inc.  
Farmville, Paulett & Bugg.  
Franklin, G. H. Steinhardt & Co.  
Front Royal, Ramsey & Trenary.  
Gate City, Gate City Pharmacy.  
Glamorgan, Carson & Stephenson.  
Gordonsville, C. C. Gill Hardware Co.  
Hampton, Lee Patterson Hardware Co.  
Harrisonburg, Wilton Hardware Co.  
Ivanhoe, J. C. Lawson.  
Lawrenceville, The Sledge & Barkley Co.  
Lexington, Swinney & Stigler.  
Louisa, Louisa Hardware Co.  
Luray, A. W. McKim & Son.  
Lynchburg, Central Pharmacy.

### CITY AND CUSTOMERS.

Magnolia, Jerome Ford.  
Martinsville, T. N. Barbour.  
Marion, Hapinstall & Stanley.  
Max Meadows, Robert Blair.  
Mt. Jackson, C. M. Shannon.  
Newport News, W. W. Hendricks.  
Newport News, Rosenbaum Hardware Co.  
Norfolk, Richard R. Moore.  
Norfolk, Burrow, Martin & Co.  
Norfolk, The Law Building Pharmacy.  
Orange, Ware & Watts.  
Pennington Gap, J. R. Gibson & Son.  
Petersburg, J. B. Harrison.  
Portsmouth, W. F. Robertson.  
Pulaski, Bane Hall.  
Radford, Webb Hardware Co.  
Rural Retreat, W. F. & C. E. Gammon.  
Roanoke, Keyser-Warren Drug Co.  
Roanoke, Van Lear Bros.  
Saltville, Matheson Alkali Work Store.  
South Boston, Barbour-Wilson Hardware Co.  
South Boston, Virginia Implement and Hdw. Co.  
South Boston, Virginia Implement and Hdw. Co.  
Staunton, Woodward & Sons.  
Stonega, Whitesburg Drug Co.  
Stuarts Draft, Bolisk Hardware Co.  
Toms Creek, Virginia Iron, Coal and Coke Co.  
Williamsburg, Williamsburg Drug Co.  
Waynesboro, Hamilton-Cook Hardware Co.  
Zion Mills, J. F. Witt & Son.

## Belknap Hardware & Mfg. Co.

Incorporated

of Louisville, Ky.

Will send dealers full particulars who wish to participate in this advertising campaign.

## CUT OUT THIS COUPON

Present it with 35 cents to your dealer and receive a razor you can enjoy the rest of your life.

### CUT OUT THIS COUPON

This coupon with 35c entitles the holder to one Durham Demonstrator Razor, without any obligation whatever.

I do not own one of the \$5 Durham-Duplex Razors, and if you sell me a Demonstrator Style for 35c I will speak to my friends about it as I find it.

NAME .....

STREET .....

TOWN .....

If inconvenient to call at any of above stores, send additional three cents for postage to any dealer whose name appears above.